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1.2.3TM *RUN*

41 Ready-to-Use LotusTM 1-2-3TM Models

Robert Flast &
Lauren Flast

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1-2-3™ RUN!

41 READY-TO-USE LOTUS™ 1-2-3™ MODELS



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1-2-3™ RUN!
41 READY-TO-USE LOTUS™ 1-2-3™ MODELS

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Introduction

The most valuable attribute of Lotus 1-2-3 is that it integrates spreadsheet, graphics, and database functions into a single program. This enables the user to perform most phases of a project without duplicating data entry and analysis.

This book provides examples that perform useful functions and at the same time demonstrate the various features of 1-2-3. While teaching the user more about 1-2-3, it provides methods for solving particular problems. In writing this book we have assumed that the reader already has an elementary knowledge of 1-2-3.

The macro is one of 1-2-3's most powerful features, since it enables the user to execute a series of commands with just two keystrokes. We have used this feature extensively to save the user time and effort, especially when saving or loading files and initializing fields.

The listings in the book apply to either the IBM PC or the PC XT. A table in Appendix A lists the keys and commands used to perform 1-2-3 functions on other computers.

How to Use This Book

Each chapter provides a listing of the commands and formulas you will need to enter in order to produce a model. Instructions for graphics or database functions are provided at the beginning of each chapter.

A complete illustration, including sample data, is presented in each model. Our suggestion is that after entering the model you use the sample data to test the accuracy of what you have entered. If your answer is different from the answer in the book, there are several things you can do to determine what the problem is.

What to Do If Problems Occur

The first thing to do is print out a listing of your model and compare it with the listing in this book. Remember that every character and space are significant, except the colon (:) that is printed on the listing for clarity. Close inspection will probably reveal a typing error.

If you still have problems with a model after eliminating data-entry errors, we would like to hear about it. Please write to the authors at this address:

Robert and Lauren Flast
599 Sixth Street
Brooklyn, New York 11215

In your letter include a description of the problem and the data entered that caused the problem. Most important, include a copy of your listing of the model. If we have all of these elements, we will do everything we can to find the cause of the problem. If you discover any errors in the book while you are using it, we would also like to know about those.

Finally, if you would prefer not to enter the models into the computer yourself, diskettes containing all of the models in this book are available from the authors at the aforementioned address.

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Balance Sheet, Income Statement, And Financial Analysis Ratios

This model produces a balance sheet and an income statement and calculates some common financial ratios. To view the income statement and the financial ratios once the formulas have been entered, position the cursor at A1 and use the PGDN key or the F5 (GoTo) command. The income statement begins on line 22, the profitability ratios on line 42, and the liquidity and solvency ratios on line 62. Figure 1-1 shows the complete model, with an example entered.

Both the balance sheet and income statement must be completed before the financial ratios can be calculated. After filling in the required data on the balance sheet and income statement, press F9 (Calc) to see the results.

Titles of balance sheet and income statement items may be changed, or additional items inserted, as long as formulas are adjusted as necessary.

Listing

```
D1: ' BALANCE SHEET
A2: ' -----
    ' -----
B2: " -----
C2: " -----
D2: " -----
E2: " -----
F2: " -----
G2: " -----
H2: " -----
A3: ' COMPANY NAME:
C3: U ' ENTER NAME
E3: ' AS OF :
F3: U ' ENTER DATE
A4: "
A5: ' ASSETS
E5: ' LIABILITIES
A6: ' Cash.....
C6: U " ENTER #
E6: ' Accounts Pble...
G6: U " ENTER #
A7: ' Accounts Rec.....
C7: U " ENTER #
E7: ' Notes Pble.....
G7: U " ENTER #
A8: ' Notes Rec.....
C8: U " ENTER #
E8: ' Interest Pble...
G8: U " ENTER #
A9: " Inventory.....
C9: U " ENTER #
E9: ' Taxes Pble.....
```



A	B	C	D	E	F	G	H
BALANCE SHEET							

COMPANY NAME:		XYZ Company	AS OF : December 1982				

ASSETS			LIABILITIES				
Cash.....	1300		Accounts Pble...	1600			
Accounts Rec.....	2600		Notes Pble.....	1900			
Notes Rec.....	0		Interest Pble...	0			
Inventory.....	7300		Taxes Pble.....	300			
Oth cur assets...	300		Oth Cur Liab....	800			
Tot Cur Assets.....		11500	Tot Cur Liab.....		4600		
Land.....	1200		Bonds Pble.....	2000			
Building.....	0		Loan Pble.....	0			
Equipment.....	5200		Mortgage Pble...	200			
Less accum dep...	1300		Oth LT Liab.....	0			
Other assets.....	0						
Tot Non-cur assets.....		5100	Tot Non-cur Liab.....		2200		
			Owners Equity.....		9800		
Total Assets.....		16600	Total Liabilities.....		16600		
INCOME AND RETAINED EARNINGS STATEMENT							

COMPANY NAME:		XYZ Company	FOR PERIOD ENDED: December 1982				

Sales Revenue.....	25900		Tax Rate(.XX)=	40.00%			
Other Revenue.....	200						
TOTAL REVENUE....		26100					
Less Expenses:							
Cost of Goods Sold.....	20500						
Selling.....	2120						
Administrative.....	1300						
Interest.....	180						
Income Taxes.....	800						
Total Expenses.....		24900					
NET INCOME.....		1200					
Less:							
Dividends.....		600					
RETAINED EARNINGS.....		600					
PROFITABILITY RATIOS							

RATE OF RETURN ON ASSETS			=	7.88%			
NET INC+INT EXP(NET OF TAX)/AVG TOT ASSETS							
PROFIT MARGIN RATIO			=	5.05%			
NET INC+INT EXP(NET OF TAX)/SALES							
TOTAL ASSET TURNOVER RATIO			=	156.02%			
SALES/AVG TOTAL ASSETS							
INVENTORY TURNOVER RATIO			=	280.82%			
COST OF GOODS SOLD/AVG INVENTORY							
PLANT ASSET TURNOVER RATIO			=	507.84%			
SALES/AVG PLANT ASSETS							
LIQUIDITY RATIOS							

CURRENT RATIO			=	250.00%			
CUR ASSETS/CUR LIAB							
QUICK RATIO			=	84.78%			
LIQUID ASSETS/CUR LIAB							
SOLVENCY RATIOS							

LONG-TERM DEBT RATIO			=	18.33%			
TOT NON-CUR LIAB/TOT NON-CUR LIAB+O.E.							
TIMES INT CHARGES EARNED			=	1211.11%			
NET INC(BEFORE INT&TAX)/INT EXP							

Figure 1-1. Balance Sheet, Income Statement, and Financial Analysis model

```

G9: U " ENTER #
A10: ' Oth cur assets...
C10: U " ENTER #
E10: ' Oth Cur Liab....
G10: U " ENTER #
A11: " Tot Cur Assets.....
D11: @SUM(C6..C10)
E11: ' Tot Cur Liab.....
H11: @SUM(G6..G10)
A13: ' Land.....
C13: U " ENTER #
E13: ' Bonds Pble.....
G13: U " ENTER #
A14: " Building.....
C14: U " ENTER #
E14: ' Loan Pble.....
G14: U " ENTER #
A15: ' Equipment.....
C15: U " ENTER #
E15: ' Mortgage Pble...
G15: U " ENTER #
A16: ' Less accum dep...
C16: U " ENTER #
E16: ' Oth LT Liab.....
G16: U " ENTER #
A17: " Other assets.....
C17: U " ENTER #
A18: ' Tot Non-cur assets.....
D18: +C13+C14+C15-C16+C17
E18: ' Tot Non-cur Liab.....
H18: @SUM(G13..G16)
E19: ' Owners Equity.....
H19: U " ENTER #
A20: ' Total Assets.....
D20: +D11+D18
E20: ' Total Liabilities.....
H20: +H11+H18+H19
C22: ' INCOME AND RETAINED EARNINGS STATEMENT
A23: ' .....
      .....
B23: " .....
C23: " .....
D23: " .....
E23: " .....
F23: " .....
G23: " .....
H23: " .....
A24: ' COMPANY NAME:
C24: U 'ENTER NAME
E24: 'FOR PERIOD ENDED:
G24: U 'ENTER DATE
A26: 'Sales Revenue.....

```



```

D26: U " ENTER #
F26: ' Tax Rate(.XX)=
H26: U " ENTER #
A27: 'Other Revenue.....
D27: U " ENTER #
B28: ' TOTAL REVENUE.....
E28: +D26+D27
A30: 'Less Expenses:
A31: ' Cost of Goods Sold.....
D31: U " ENTER #
A32: ' Selling.....
D32: U " ENTER #
A33: ' Adminstrative.....
D33: U " ENTER #
A34: ' Interest.....
D34: U " ENTER #
A35: ' Income Taxes.....
D35: (E28-@SUM(D31..D34))*H26
A36: ' TOTAL EXPENSES.....
E36: @SUM(D31..D35)
B37: ' NET INCOME.....
E37: +E28-E36
A38: 'Less:
A39: ' Dividends.....
E39: U ' ENTER #
B40: ' RETAINED EARNINGS.....
E40: +E37-E39
A42: 'PROFITABILITY RATIOS
A43: "-----
A45: 'RATE OF RETURN ON ASSETS
F45: ' =
G45: (P2) (E37+(D34*(1-H26)))/D20
A46: ' NET INC+INT EXP(NET OF TAX)/AVG TOT ASSETS
A48: 'PROFIT MARGIN RATIO
F48: ' =
G48: (P2) (E37+(D34*(1-H26)))/D26
A49: ' NET INC+INT EXP(NET OF TAX)/SALES
A51: 'TOTAL ASSET TURNOVER RATIO
F51: ' =
G51: (P2) +D26/D20
A52: ' SALES/AVG TOTAL ASSETS
A54: 'INVENTORY TURNOVER RATIO
F54: ' =
G54: (P2) +D31/C9
A55: ' COST OF GOODS SOLD/AVG INVENTORY
A57: 'PLANT ASSET TURNOVER RATIO
F57: ' =
G57: (P2) +D26/@SUM(C13..C16)
A58: ' SALES/AVG PLANT ASSETS
A62: 'LIQUIDITY RATIOS
A63: "-----
A65: 'CURRENT RATIO
F65: ' =

```

G65: (P2) +D11/H11
A66: ' CUR ASSETS/CUR LIAB
A68: 'QUICK RATIO
F68: ' =
G68: (P2) (C6+C7+C8)/H11
A69: ' LIQUID ASSETS/CUR LIAB
A71: 'SOLVENCY RATIOS
A72: "~~~~~
A74: 'LONG-TERM DEBT RATIO
F74: ' =
G74: (P2) +H18/(H18+H19)
A75: ' TOT NON-CUR LIAB/TOT NON-CUR LIAB+O.E.
A77: 'TIMES INT CHARGES EARNED
F77: ' =
G77: (P2) (E37+D34+D35)/D34
A78: ' NET INC(BEFORE INT&TAX)/INT EXP

Single- or Multi-Project Cash Flow Analysis

This model enables you to record cash flow data for one to four projects over four (or fewer) periods of time. Each project requires 20 lines, so the projects begin on lines 1, 21, 41, and 61 in columns A through H; a consolidated model begins on line 81. The complete model, with an example entered, is shown in Figure 2-1.

After you enter the model, type **/F S** and a filename of up to eight characters to save the model.

If additional line items or periods are required, they may be added as long as you are careful to adjust the affected totals. However, if you just want to store an index of your projects or any assumptions on which the analyses are based, you can insert lines at the top of the model without disturbing any formulas.

Graphing the Result

The following directions will create and display a line graph of the model's result.

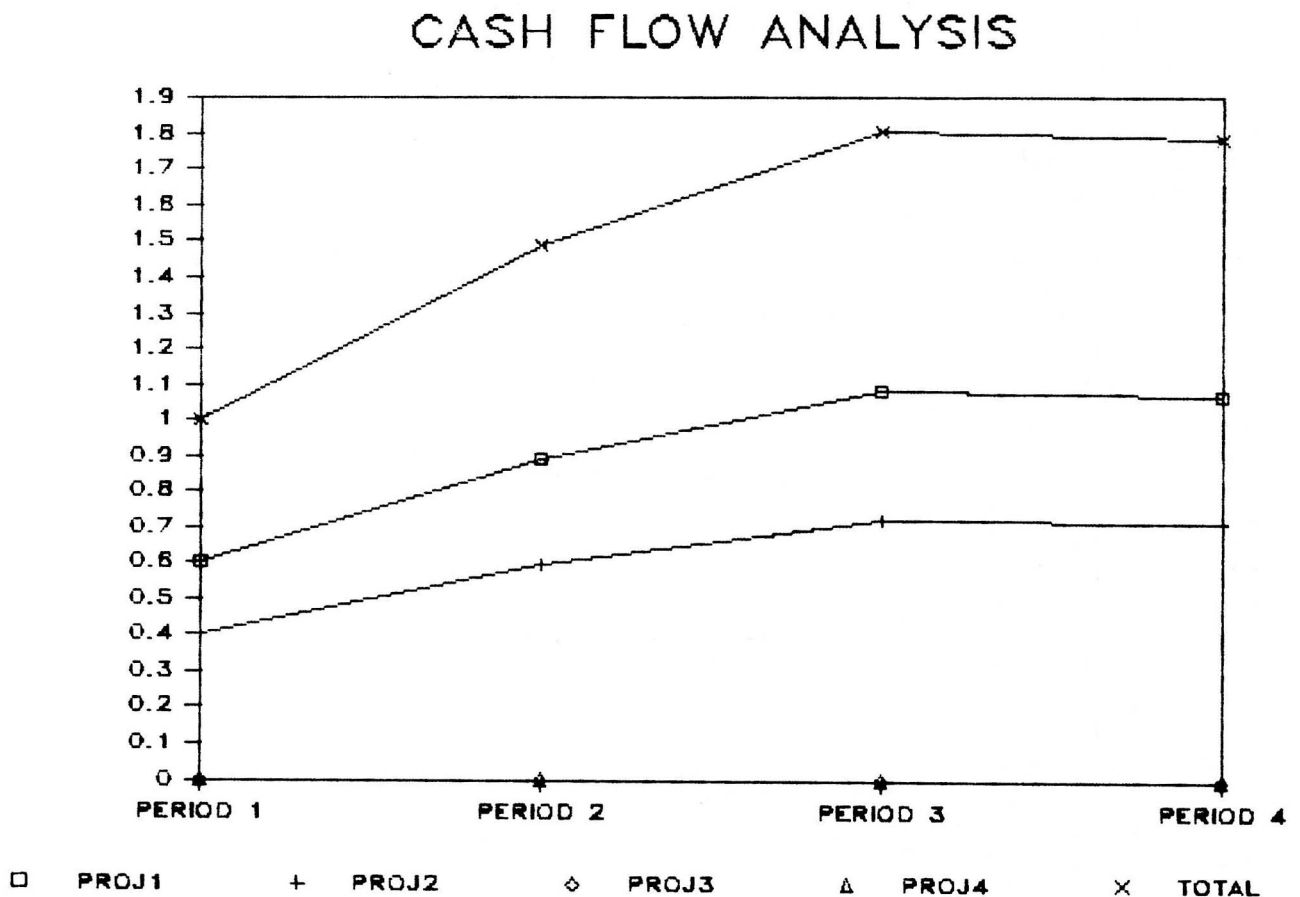
1. Type **/G** for the Graph menu.
2. Press **T** for Type from the Graph menu.
3. Press **L** for Line graph.
4. Press **X** for the horizontal labels.
Enter the data range **E1.H1**.
5. Press **A** for the first set of points.
Enter the data range **E20.H20**.
6. Press **B** for the second set of points.
Enter the data range **E40.H40**.
7. Press **C** for the third set of points.
Enter the data range **E60.H60**.
8. Press **D** for the fourth set of points.
Enter the data range **E80.H80**.
9. Press **E** for the fifth set of points.
Enter the data range **E100.H100**.
10. Press **O** for Options, **L** for Legend, and **A** for the A range.
Enter the legend **PROJ1**.
11. Press **L** for Legend and **B** for the B range.
Enter the legend **PROJ2**.
12. Press **L** for Legend and **C** for the C range.
Enter the legend **PROJ3**.
13. Press **L** for Legend and **D** for the D range.
Enter the legend **PROJ4**.
14. Press **L** for Legend and **E** for the E range.
Enter the legend **TOTAL**.

	A	B	C	D	E	F	G	H
1	PROJECT: TEXTILE MANUFACTURE				PERIOD 1	PERIOD 2	PERIOD 3	PERIOD 4
2	GROSS SALES.....	4564000	5477000	6085000	6085000			
3	LESS FREIGHT.....	46000	55000	61000	61000			
4	CASH DISCOUNTS.....	18000	22000	24000	24000			
5	NET SALES.....	4500000	5400000	6000000	6000000			
6	COST OF SALES-VARIABLE.....	2340000	2880000	3240000	3240000			
7	FIXED (EXCL DEPR)	711000	504000	360000	360000			
8	DEPRECIATION.....	437550	408380	379210	350040			
9	TOTAL COST OF SALES	3488550	3792380	3979210	3950040			
10	GROSS PROFIT	1011450	1607620	2020790	2049960			
11	LESS SELLING EXPENSE.....	240000	240000	240000	240000			
12	ADVERTISING.....	130000	105000	90000	90000			
13	ADMINISTRATIVE.....	300000	300000	300000	300000			
14	PROVISION FOR BAD DEBT....	26825	31325	34325	34325			
15	TOTAL SELLING COSTS	696825	676325	664325	664325			
16	NET INCOME BEFORE TAX	314625	931295	1356465	1385635			
17	LESS INCOME TAX.....	151020	447022	651103	665105			
18	NET INCOME	163605	484273	705362	720530			
19	ADD BACK DEPR = NET CASH FLOW	601155	892653	1084572	1070570			
20	PROJECT: PAPER MANUFACTURER				PERIOD 1	PERIOD 2	PERIOD 3	PERIOD 4
21	GROSS SALES.....	3042667	3651333	4056667	4056667			
22	LESS FREIGHT.....	30667	36667	40667	40667			
23	CASH DISCOUNTS.....	12000	14667	16000	16000			
24	NET SALES.....	3000000	3600000	4000000	4000000			
25	COST OF SALES-VARIABLE.....	1560000	1920000	2160000	2160000			
26	FIXED (EXCL DEPR)	474000	336000	240000	240000			
27	DEPRECIATION.....	291700	272253	252807	233360			
28	TOTAL COST OF SALES	2325700	2528253	2652807	2633360			
29	GROSS PROFIT	674300	1071747	1347193	1366640			
30	LESS SELLING EXPENSE.....	160000	160000	160000	160000			
31	ADVERTISING.....	86667	70000	60000	60000			
32	ADMINISTRATIVE.....	200000	200000	200000	200000			
33	PROVISION FOR BAD DEBT....	17883	20883	22883	22883			
34	TOTAL SELLING COSTS	464550	450883	442883	442883			
35	NET INCOME BEFORE TAX	209750	620863	904310	923757			
36	LESS INCOME TAX.....	100680	298015	434069	443403			
37	NET INCOME	109070	322849	470241	480353			
38	ADD BACK DEPR = NET CASH FLOW	400770	595102	723048	713713			
39	PROJECT: ENTER NAME				PERIOD 1	PERIOD 2	PERIOD 3	PERIOD 4
40	GROSS SALES.....	ENTER #	ENTER #	ENTER #	ENTER #			
41	LESS FREIGHT.....	ENTER #	ENTER #	ENTER #	ENTER #			
42	CASH DISCOUNTS.....	ENTER #	ENTER #	ENTER #	ENTER #			
43	NET SALES.....	0	0	0	0			
44	COST OF SALES-VARIABLE.....	ENTER #	ENTER #	ENTER #	ENTER #			
45	FIXED (EXCL DEPR)	ENTER #	ENTER #	ENTER #	ENTER #			
46	DEPRECIATION.....	ENTER #	ENTER #	ENTER #	ENTER #			
47	TOTAL COST OF SALES	0	0	0	0			
48	GROSS PROFIT	0	0	0	0			
49	LESS SELLING EXPENSE.....	ENTER #	ENTER #	ENTER #	ENTER #			
50	ADVERTISING.....	ENTER #	ENTER #	ENTER #	ENTER #			
51	ADMINISTRATIVE.....	ENTER #	ENTER #	ENTER #	ENTER #			
52	PROVISION FOR BAD DEBT....	ENTER #	ENTER #	ENTER #	ENTER #			
53	TOTAL SELLING COSTS	0	0	0	0			
54	NET INCOME BEFORE TAX	0	0	0	0			
55	LESS INCOME TAX.....	ENTER #	ENTER #	ENTER #	ENTER #			
56	NET INCOME	0	0	0	0			
57	ADD BACK DEPR = NET CASH FLOW	0	0	0	0			
58	PROJECT: ENTER NAME				PERIOD 1	PERIOD 2	PERIOD 3	PERIOD 4
59	GROSS SALES.....	ENTER #	ENTER #	ENTER #	ENTER #			
60	LESS FREIGHT.....	ENTER #	ENTER #	ENTER #	ENTER #			
61	CASH DISCOUNTS.....	ENTER #	ENTER #	ENTER #	ENTER #			
62	NET SALES.....	0	0	0	0			
63	COST OF SALES-VARIABLE.....	ENTER #	ENTER #	ENTER #	ENTER #			
64	FIXED (EXCL DEPR)	ENTER #	ENTER #	ENTER #	ENTER #			
65	DEPRECIATION.....	ENTER #	ENTER #	ENTER #	ENTER #			
66	TOTAL COST OF SALES	0	0	0	0			
67	GROSS PROFIT	0	0	0	0			
68	LESS SELLING EXPENSE.....	ENTER #	ENTER #	ENTER #	ENTER #			
69	ADVERTISING.....	ENTER #	ENTER #	ENTER #	ENTER #			
70	ADMINISTRATIVE.....	ENTER #	ENTER #	ENTER #	ENTER #			
71	PROVISION FOR BAD DEBT....	ENTER #	ENTER #	ENTER #	ENTER #			
72	TOTAL SELLING COSTS	0	0	0	0			
73	NET INCOME BEFORE TAX	0	0	0	0			
74	LESS INCOME TAX.....	ENTER #	ENTER #	ENTER #	ENTER #			
75	NET INCOME	0	0	0	0			
76	ADD BACK DEPR = NET CASH FLOW	0	0	0	0			
77	PROJECT SUMMARY				PERIOD 1	PERIOD 2	PERIOD 3	PERIOD 4
78	GROSS SALES.....	7606667	9128333	10141667	10141667			
79	LESS FREIGHT.....	76667	91667	101667	101667			
80	CASH DISCOUNTS.....	30000	36667	40000	40000			
81	NET SALES.....	7500000	9000000	10000000	10000000			
82	COST OF SALES-VARIABLE.....	3900000	4800000	5400000	5400000			
83	FIXED (EXCL DEPR)	1185000	840000	600000	600000			
84	DEPRECIATION.....	729250	680633	632017	583400			
85	TOTAL COST OF SALES	5814250	6320633	6632017	6583400			
86	GROSS PROFIT	1685750	2679367	3367983	3416600			
87	LESS SELLING EXPENSE.....	400000	400000	400000	400000			
88	ADVERTISING.....	216667	175000	150000	150000			
89	ADMINISTRATIVE.....	500000	500000	500000	500000			
90	PROVISION FOR BAD DEBT....	44708	52208	57208	57208			
91	TOTAL SELLING COSTS	1161375	1127208	1107208	1107208			
92	NET INCOME BEFORE TAX	524375	1552158	2260775	2309392			
93	LESS INCOME TAX.....	251700	745037	1085172	1108508			
94	NET INCOME	272675	807122	1175603	1200883			
95	ADD BACK DEPR = NET CASH FLOW	1001925	1487755	1807620	1784283			

Figure 2-1. Single- or Multi-Project Cash Flow Analysis model

15. Press **T** for Titles and **F** for First.
Enter the title **CASH FLOW ANALYSIS**.
16. Press **Q** to Quit, **N** to Name, and **C** to Create.
Enter an eight-character graph filename.
17. Press **S** to Save, and then enter the same graph filename.
18. Press **ESC** to return to the main menu.
Press **F** for File and **S** for Save, and enter a model filename.
19. Press **Q** to Quit or **V** to View the graph.

Whenever you wish to view the graph after entering these steps, just type **/GV** or press **F10** (Graph). The graph you produce should look like this:



Listing

```

A1: 'PROJECT:
B1: U 'ENTER NAME
E1: 'PERIOD 1
F1: 'PERIOD 2
G1: 'PERIOD 3
H1: 'PERIOD 4
A2: "-----

```



```

E2: " ~~~~~
F2: " ~~~~~
G2: " ~~~~~
H2: " ~~~~~
A3: 'GROSS SALES.....
E3: U "ENTER #
F3: U "ENTER #
G3: U "ENTER #
H3: U "ENTER #
A4: '      LESS FREIGHT.....
E4: U "ENTER #
F4: U "ENTER #
G4: U "ENTER #
H4: U "ENTER #
A5: '      CASH DISCOUNTS.....
E5: U "ENTER #
F5: U "ENTER #
G5: U "ENTER #
H5: U "ENTER #
A6: 'NET SALES
E6: +E3-E4-E5
F6: +F3-F4-F5
G6: +G3-G4-G5
H6: +H3-H4-H5
A7: '      COST OF SALES-VARIABLE.....
E7: U "ENTER #
F7: U "ENTER #
G7: U "ENTER #
H7: U "ENTER #
A8: '      FIXED (EXCL DEPR)
E8: U "ENTER #
F8: U "ENTER #
G8: U "ENTER #
H8: U "ENTER #
A9: '      DEPRECIATION.....
E9: U "ENTER #
F9: U "ENTER #
G9: U "ENTER #
H9: U "ENTER #
A10: '      TOTAL COST OF SALES
E10: +E7+E8+E9
F10: +F7+F8+F9
G10: +G7+G8+G9
H10: +H7+H8+H9
A11: 'GROSS PROFIT
E11: +E6-E10
F11: +F6-F10
G11: +G6-G10
H11: +H6-H10
A12: '      LESS SELLING EXPENSE.....
E12: U "ENTER #
F12: U "ENTER #
G12: U "ENTER #
H12: U "ENTER #

```

```

A13: '      ADVERTISING.....
E13: U "ENTER #
F13: U "ENTER #
G13: U "ENTER #
H13: U "ENTER #
A14: '      ADMINISTRATIVE.....
E14: U "ENTER #
F14: U "ENTER #
G14: U "ENTER #
H14: U "ENTER #
A15: '      PROVISION FOR BAD DEBT....
E15: U "ENTER #
F15: U "ENTER #
G15: U "ENTER #
H15: U "ENTER #
A16: '      TOTAL SELLING COSTS
E16: +E12+E13+E14+E15
F16: +F12+F13+F14+F15
G16: +G12+G13+G14+G15
H16: +H12+H13+H14+H15
A17: 'NET INCOME BEFORE TAX
E17: +E11-E16
F17: +F11-F16
G17: +G11-G16
H17: +H11-H16
A18: '      LESS INCOME TAX.....
E18: U "ENTER #
F18: U "ENTER #
G18: U "ENTER #
H18: U "ENTER #
A19: 'NET INCOME
E19: +E17-E18
F19: +F17-F18
G19: +G17-G18
H19: +H17-H18
A20: 'ADD BACK DEPR = NET CASH FLOW
E20: +E19+E9
F20: +F19+F9
G20: +G19+G9
H20: +H19+H9
A21: 'PROJECT:
B21: U "ENTER NAME
E21: 'PERIOD 1
F21: 'PERIOD 2
G21: 'PERIOD 3
H21: 'PERIOD 4
A22: "-----
E22: "-----
F22: "-----
G22: "-----
H22: "-----
A23: 'GROSS SALES.....

```

```

E23: U "ENTER #
F23: U "ENTER #
G23: U "ENTER #
H23: U "ENTER #
A24: '      LESS FREIGHT.....
E24: U "ENTER #
F24: U "ENTER #
G24: U "ENTER #
H24: U "ENTER #
A25: '      CASH DISCOUNTS.....
E25: U "ENTER #
F25: U "ENTER #
G25: U "ENTER #
H25: U "ENTER #
A26: 'NET SALES
E26: +E23-E24-E25
F26: +F23-F24-F25
G26: +G23-G24-G25
H26: +H23-H24-H25
A27: '      COST OF SALES-VARIABLE.....
E27: U "ENTER #
F27: U "ENTER #
G27: U "ENTER #
H27: U "ENTER #
A28: '      FIXED (EXCL DEPR)
E28: U "ENTER #
F28: U "ENTER #
G28: U "ENTER #
H28: U "ENTER #
A29: '      DEPRECIATION.....
E29: U "ENTER #
F29: U "ENTER #
G29: U "ENTER #
H29: U "ENTER #
A30: '      TOTAL COST OF SALES
E30: +E27+E28+E29
F30: +F27+F28+F29
G30: +G27+G28+G29
H30: +H27+H28+H29
A31: 'GROSS PROFIT
E31: +E26-E30
F31: +F26-F30
G31: +G26-G30
H31: +H26-H30
A32: '      LESS SELLING EXPENSE.....
E32: U "ENTER #
F32: U "ENTER #
G32: U "ENTER #
H32: U "ENTER #
A33: '      ADVERTISING.....
E33: U "ENTER #
F33: U "ENTER #
G33: U "ENTER #

```

12 1-23 RUN!

```
H33: U "ENTER #
A34: '      ADMINISTRATIVE.....
E34: U "ENTER #
F34: U "ENTER #
G34: U "ENTER #
H34: U "ENTER #
A35: '      PROVISION FOR BAD DEBT....
E35: U "ENTER #
F35: U "ENTER #
G35: U "ENTER #
H35: U "ENTER #
A36: '      TOTAL SELLING COSTS
E36: +E32+E33+E34+E35
F36: +F32+F33+F34+F35
G36: +G32+G33+G34+G35
H36: +H32+H33+H34+H35
A37: 'NET INCOME BEFORE TAX
E37: +E31-E36
F37: +F31-F36
G37: +G31-G36
H37: +H31-H36
A38: '      LESS INCOME TAX.....
E38: U "ENTER #
F38: U "ENTER #
G38: U "ENTER #
H38: U "ENTER #
A39: 'NET INCOME
E39: +E37-E38
F39: +F37-F38
G39: +G37-G38
H39: +H37-H38
A40: 'ADD BACK DEPR = NET CASH FLOW
E40: +E39+E29
F40: +F39+F29
G40: +G39+G29
H40: +H39+H29
A41: 'PROJECT:
B41: U 'ENTER NAME
E41: 'PERIOD 1
F41: 'PERIOD 2
G41: 'PERIOD 3
H41: 'PERIOD 4
A42: "-----
E42: "-----
F42: "-----
G42: "-----
H42: "-----
A43: 'GROSS SALES.....
E43: U "ENTER #
F43: U "ENTER #
G43: U "ENTER #
H43: U "ENTER #
A44: '      LESS FREIGHT.....
```